How to Overcome Labour and Skills Challenges with Digital Transformation

Webinar | Food & Drink Federation UK and Aptean

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Agenda

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Mark Corbett

Innovation, Workforce and Skills Policy Manager
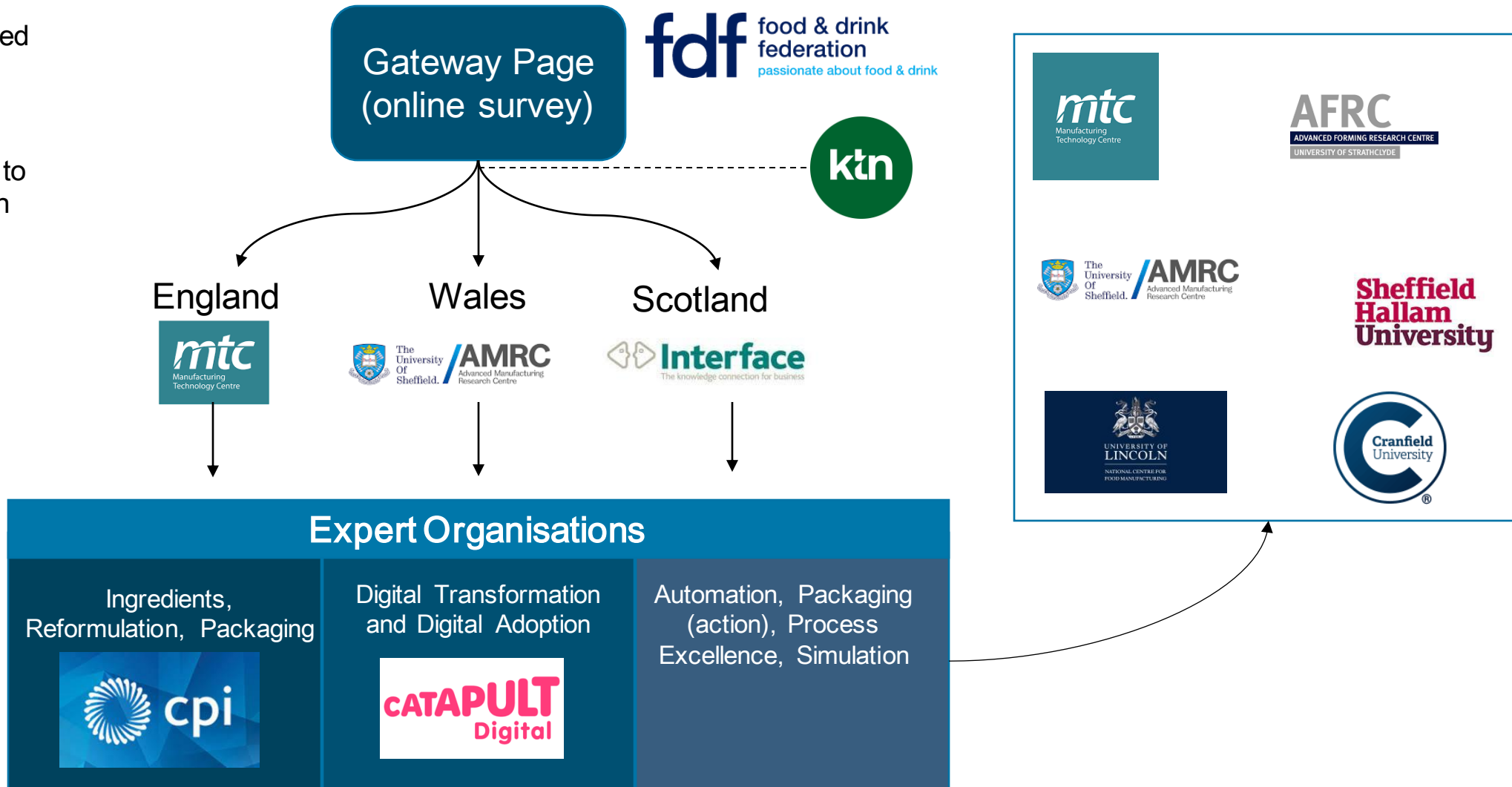
Food & Drink Innovation Gateway

1. Online survey completed by business

2. FDF connect business to national lead organisation

3. 1-2-1 discussion with expert

4. Agree / allocate expert organisation to work with business

5. Business and expert organisation begin joint project

Gateway Page (online survey)

England   Wales   Scotland

Expert Organisations

Ingredients, Reformulation, Packaging

Digital Transformation and Digital Adoption

Automation, Packaging (action), Process Excellence, Simulation

F&B Industry Trends

❯ Digital Transformation

❯ Move to Software as a Service (SaaS)

❯ Food Safety Culture

❯ Contract Manufacturing

❯ Consumer-Driven Preferences

❯ Predictive Analytics

Food Industry
Trends

- › Efficient business processes are key
- › Supply chain optimisation and integration
- › Shortage / scarcity of raw materials
- › Sustainable business operation (climate / CO_2-neutral)

- › Vegan / Plant-based
- › Organic & Local
- › Traceability demands & Food Safety Culture
- › Increasing demand for product information

- › Digital Transformation
- › Move to SaaS / Cloud
- › Integration with business partners
- › E-Commerce
- › Forecasting & Predictive Analytics

Labour and Skills Shortages

Labour and Skills
Efficiency
Process vs. Task Driven

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Labour & Skills Shortages

❯ Process driven versus task / knowledge / department driven

❯ Efficiency, manual versus automated registrations

❯ New generation workforce (higher IT standard / demand)

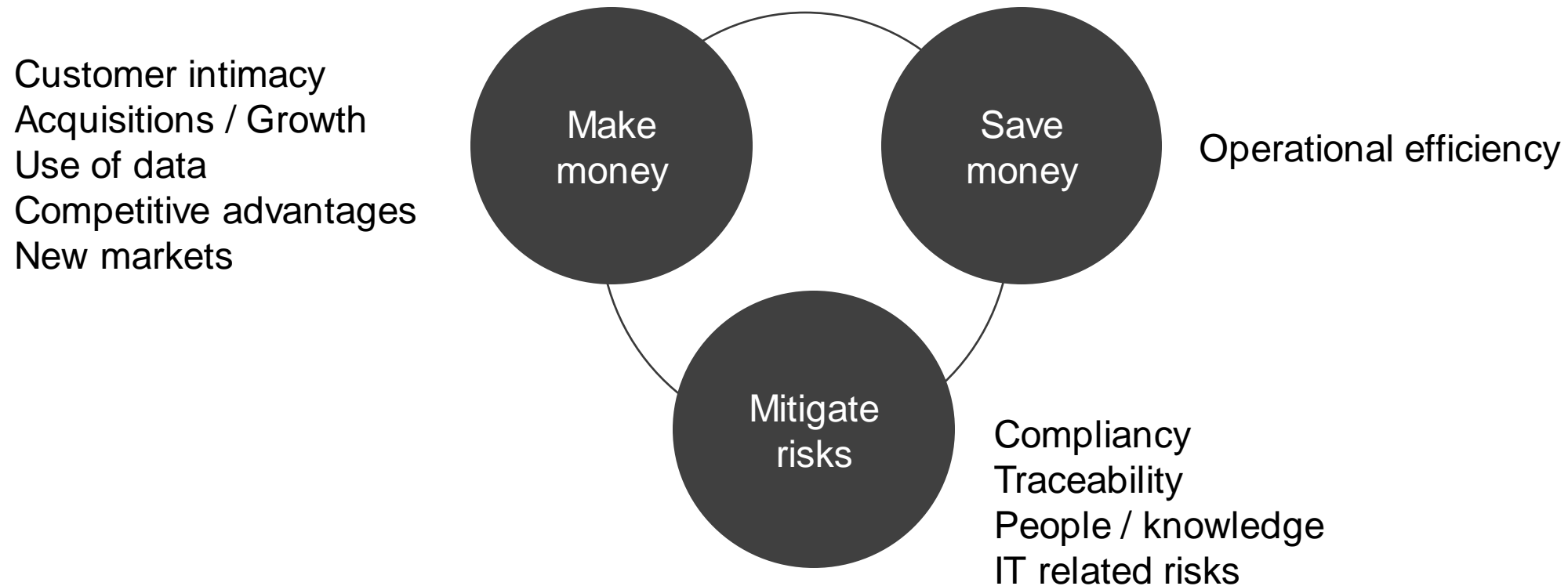❯ Error-proof processes

Automation concepts: What is your strategy?

Impediments on becoming an agile data-driven organisation

> Islands of automation

> No real platform strategy in place

> On-premise and outdated

> Excel and paper

> Customised reporting as result of a periodical manual task

What is the strategy of the organisation?

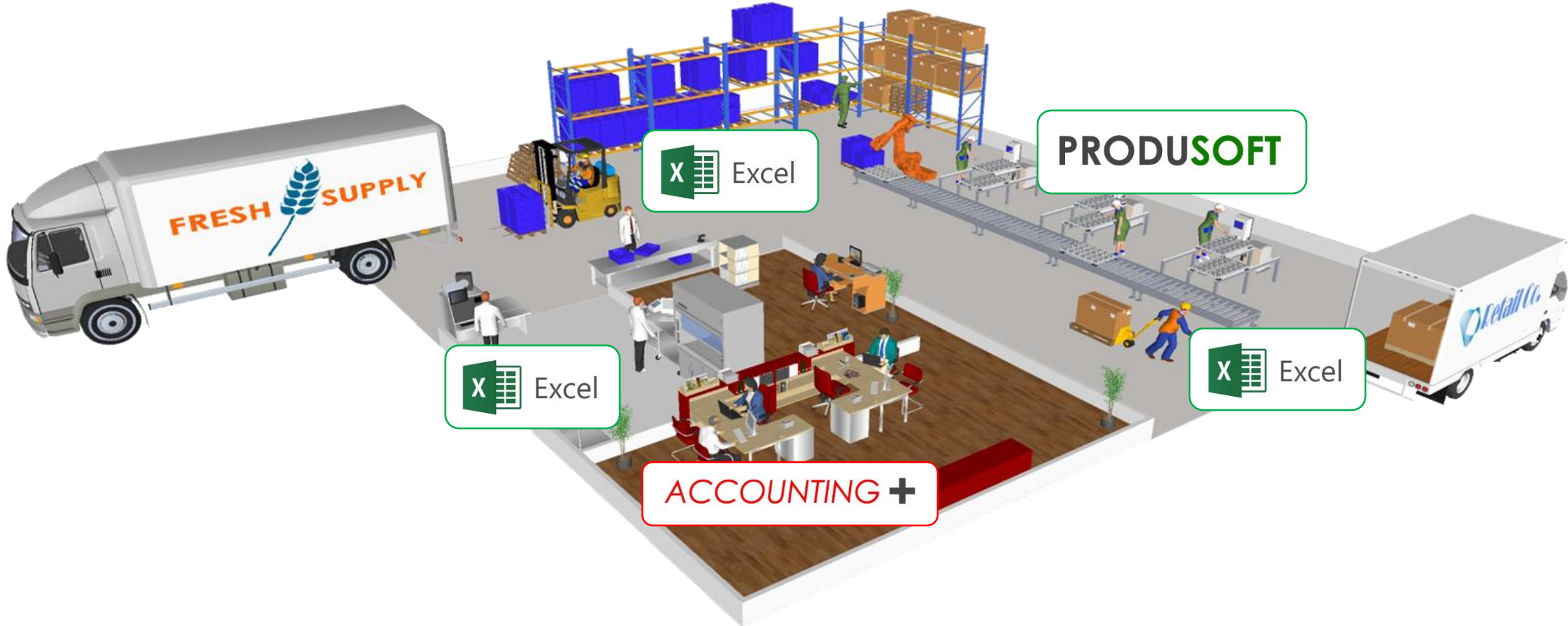Is digital transformation related to the strategy?
Define a programme for several years instead of one 'IT project'.

Customer intimacy
Acquisitions / Growth
Use of data
Competitive advantages
New markets

Make money

Save money

Operational efficiency

Mitigate risks

Compliancy
Traceability
People / knowledge
IT related risks

Foundation: Point-to-Point vs. **Hub and Spoke**

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Look familiar?

LOGISTICS

QUALITY

PRODUCE

FINANCE

SALES & CRM

PURCHASE

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Transparency in the supply chain

Receiving dock

Warehouse dock

Production location

Incoming flow of goods

RF storage

Stock Raw materials/ Materials

RF pick

Stock production usage

Quality Control

Expedition

Outgoing flow of goods

RF pick

Stock finished product

RF storage

Stock finished product

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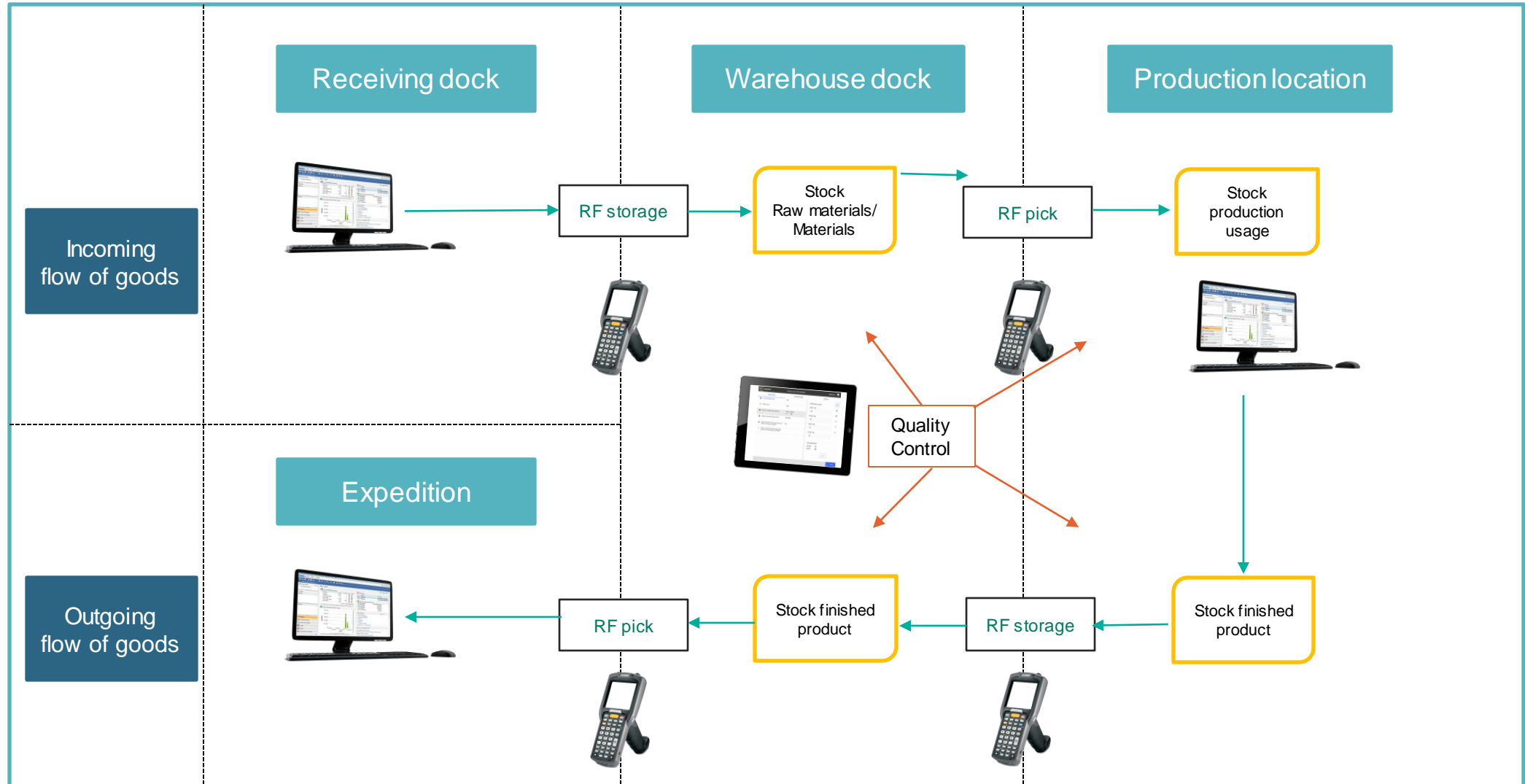
Platform strategy foundation and principles
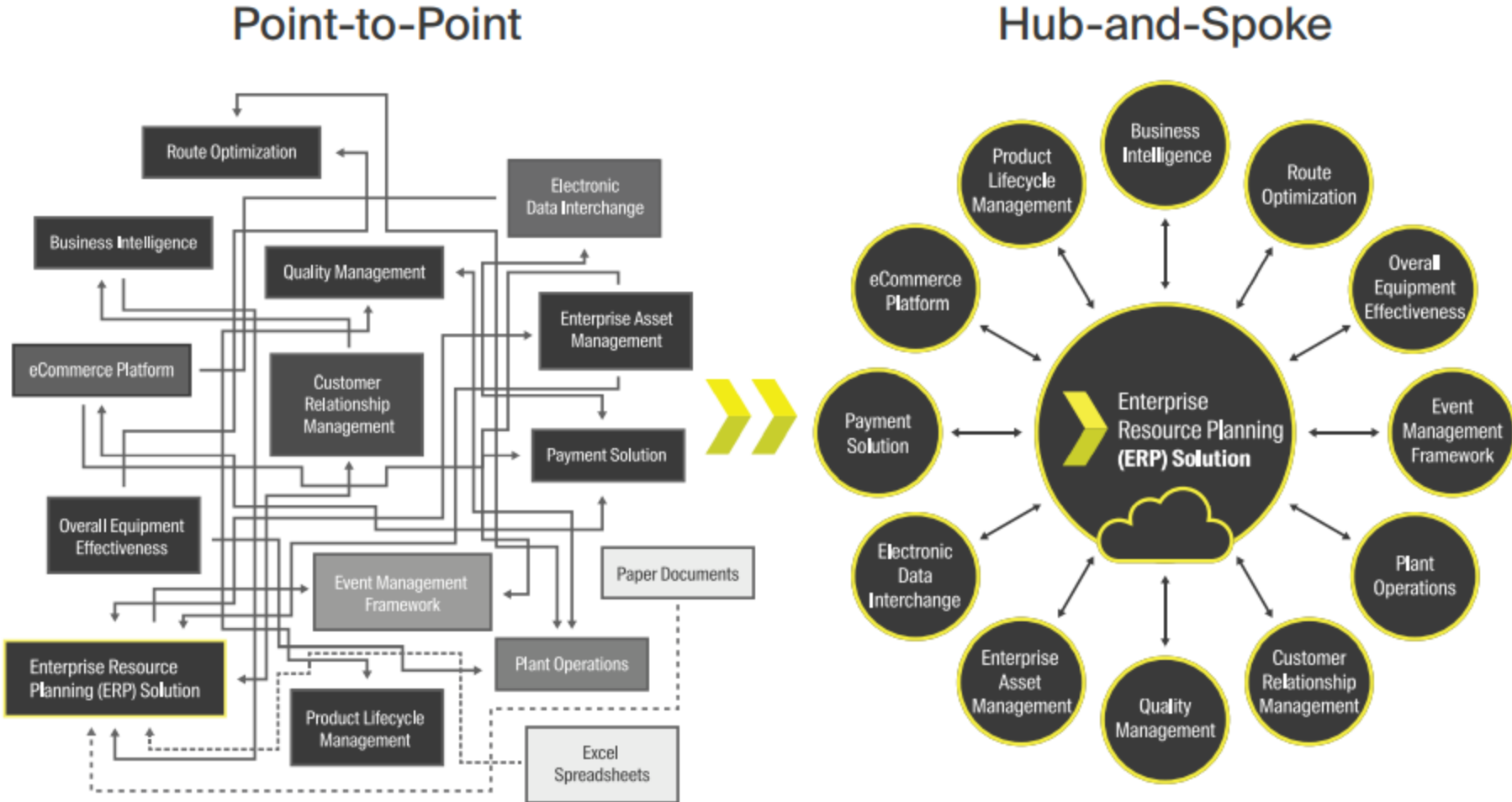
Type / stereotypes vendors

Best of Breed

+ Local player, specialised, you ask, we fix

- Limited resources, scalability and development

- Task driven vs. process driven

Best of Suite

Combining the best of both worlds

Generic ERP players

+ Big players with resources and development power

- One size fits all with limited vertical focus
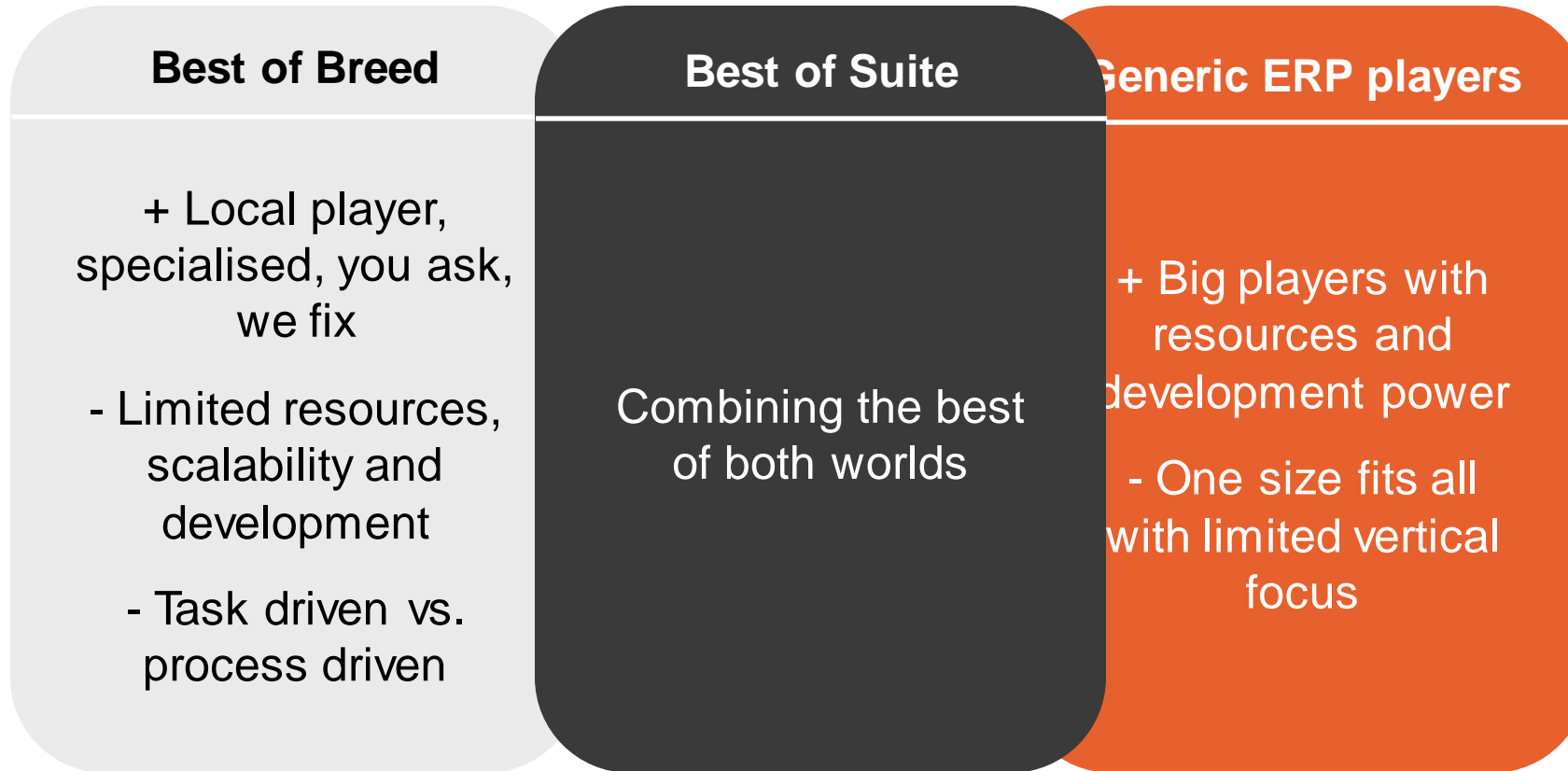
Aptean Food & Beverage ERP: Target Customers and Markets

Customer Profile

F&B Mid-Market Customer

› Small to Midsized Food and Beverage Companies

› Manufacturers, Processors, Distributors, Growers, Farmers, Traders

› 75-1,000 employees

F&B Enterprise Customer

› >300 employees

› Other factors: ERP Maturity, Global, Ambition, Budget

Market Segments

› Advanced Distribution

› Animal Food and Feed

› Bakery

› Beverages

› Flavours and Spices

› Fresh

› Prepared and Delivered Foods

› Primary Processors

› Processed Packaged Foods

› Protein

› Traders and Brokers

Global coverage on a direct basis in North America, UK, and Europe or through partners ROW

Solution or Platform choice?

Why is a platform choice important?
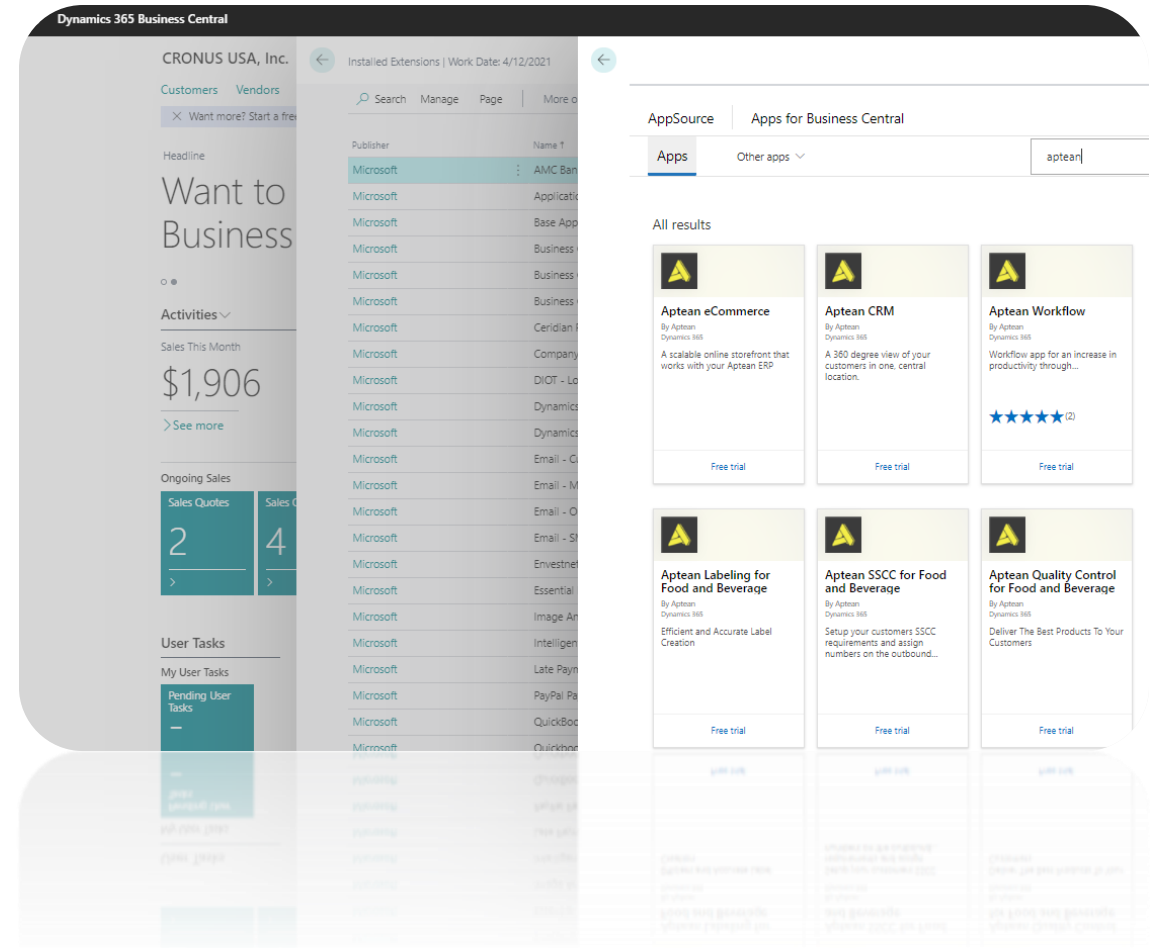
Don't fix a problem today, but look ahead

❯ Agile, flexible: Up-to date, agile IT, easy to extend

❯ Government and customer requirements (vertical and up-to-date)

❯ Changing customer and consumer demands (online ready)

❯ Transparency in supply chain (data, connectivity)

❯ International expansion (and support of that)

Choosing a platform for future:
Microsoft Technology Modernisation

ISV and Partner Ecosystem	Microsoft AppSource			
Process and Productivity	Dynamics 365 Business Central	Office 365		
Power Platform	Power BI	Power Automate	Power Apps	AI Builder
Data and Intelligence Platform	Common Data Service	Connectors + Gateways	AI Platform	
Azure Cloud Platform				

Why Business Central?

❯ Microsoft Stack

❯ Worldwide Platform

❯ SaaS & Microsoft Cloud

❯ Easy to extend

❯ Availability on every device

❯ Strong ERP foundation

❯ Always up to date

❯ Ready for what's next

You will never be behind, but always up to date:

Data Insights

Data insights

Why should you register all of your business data?

❯ How can you optimise your planning without the right data?
❯ How can you appropriately save on business costs if it is unclear where the costs are? (energy?)

Too much data, too little insight

Data

Recommendations
What should I do?

Decision automation

Decision support

Predictions
What will happen?

Forecasting

Interactive dashboards
Why did it happen?

Power BI

Static reports
What happened?

Manual process

Dashboards and reports
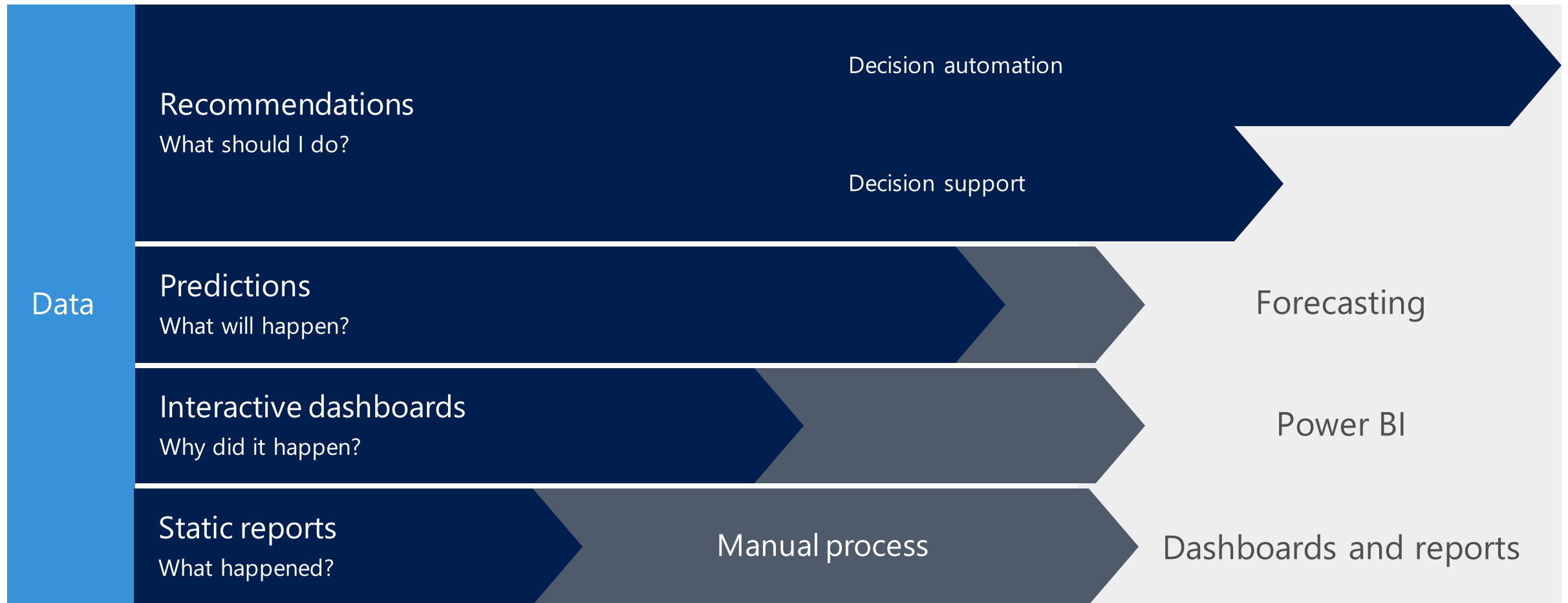
Optimisation critical processes

Development registration on shop floor

Organisation
maturity

03 Connectors with machines

Integrated & real-time

02 Screens on production line

Manually & direct

01 Registrations on paper

Manually & indirect

Time
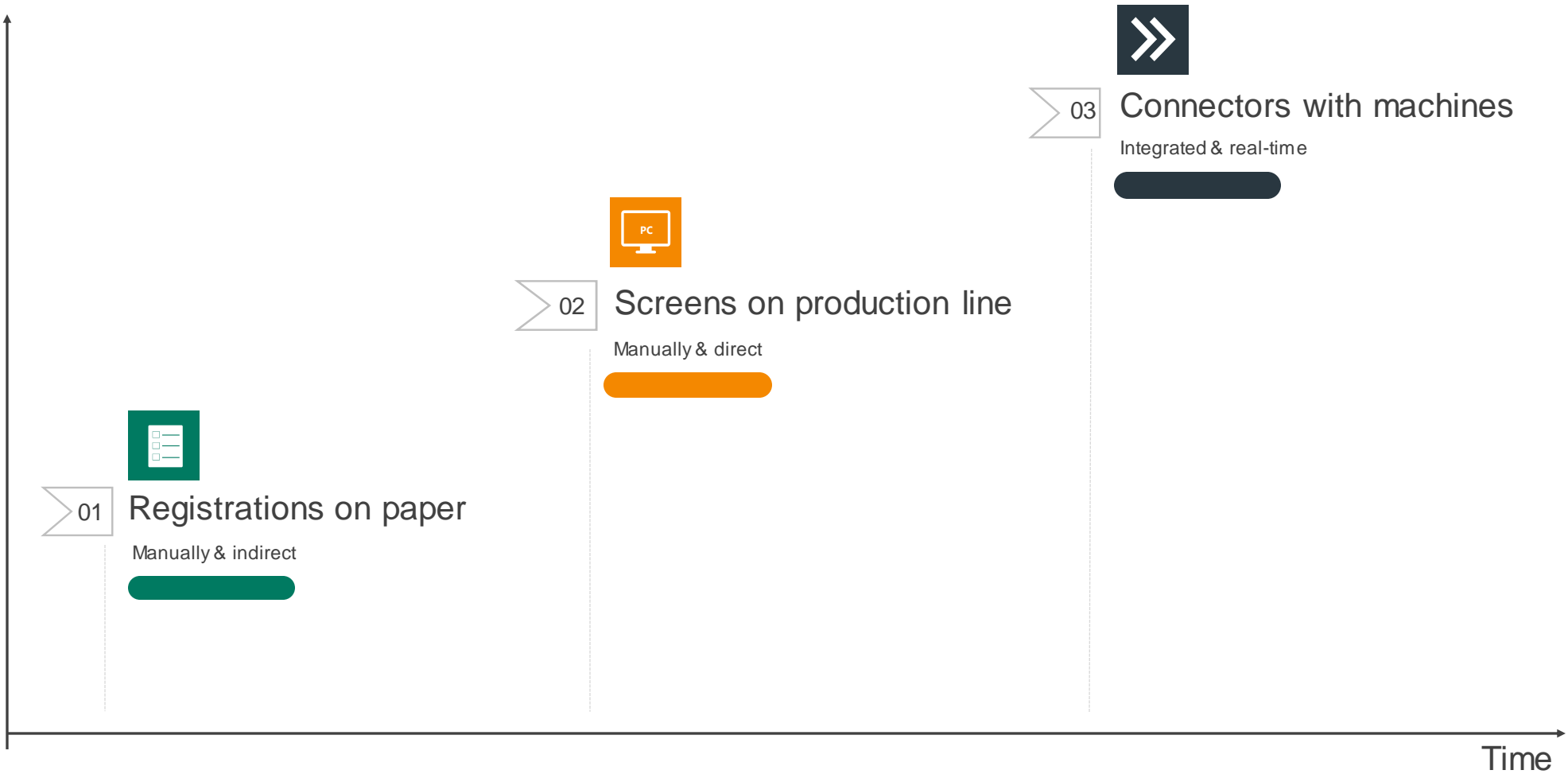
Adoption

› Share the strategy, create the support base (dot on horizon)

› Introduce process thinking instead of task thinking (across departments)

› Simulate the process

› Define a team (not only IT?) and communicate

› Help needed? Advisor?

Who's Aptean?

Where Aptean Food & Beverage can help

- Efficient Business Processes
- Supply Chain Optimisation
- Sustainability
- Compliant with safety regulations
- Move to SaaS / Cloud
- Integration with business partners
- Forecasting & Predictive Analysis

- One platform that integrates all relevant processes
- Planning, Scanning, Shop Floor
- Waste & Yield Management
- Traceability, Quality Management, Product Information
- Microsoft Cloud / SAAS platform
- EDI, E-Commerce, VMI, grower-portals
- Aptean BI for Food & Beverage

Who is Aptean?

Aptean is a global provider of mission-critical, **industry-specific software solutions.**

Our purpose-built Food & Beverage ERP and supply chain management solutions address the unique challenges facing Food & Beverage manufacturers, distributors, and other focused organizations.

$440M+
Revenue

We are a company with strong revenue and profit growth due to our unceasing attention to customer success.

3,200+
Employees

We provide exceptional customer experiences because we create winning teams that focus on meaningful relationships. Food & Beverage is our employees Passion & Profession

10,000+
Customers

We have a large client base because we partner with our customers to deliver the best solutions for them.

Next Steps

❯ Take **Aptean's Business Solutions Assessment** to assess the readiness of your current business processes and systems

　» This quick assessment has been designed to help your business identify opportunities for growth by having the right technology in place

　» Visit https://www.aptean.com/en-US/food-and-beverage-business-systems-assessment to find out more and take the assessment

❯ Discover more about **FDF's Food & Drink Innovation Gateway** to see how it can help your business

　» The FDF has brought together the innovation support from across the UK into a single gateway that enables you and your business to get connected with the organisations and people best placed to help you

　» Visit https://www.fdf.org.uk/fdf/resources/toolkits/innovation/innovation-gateway/ to get started
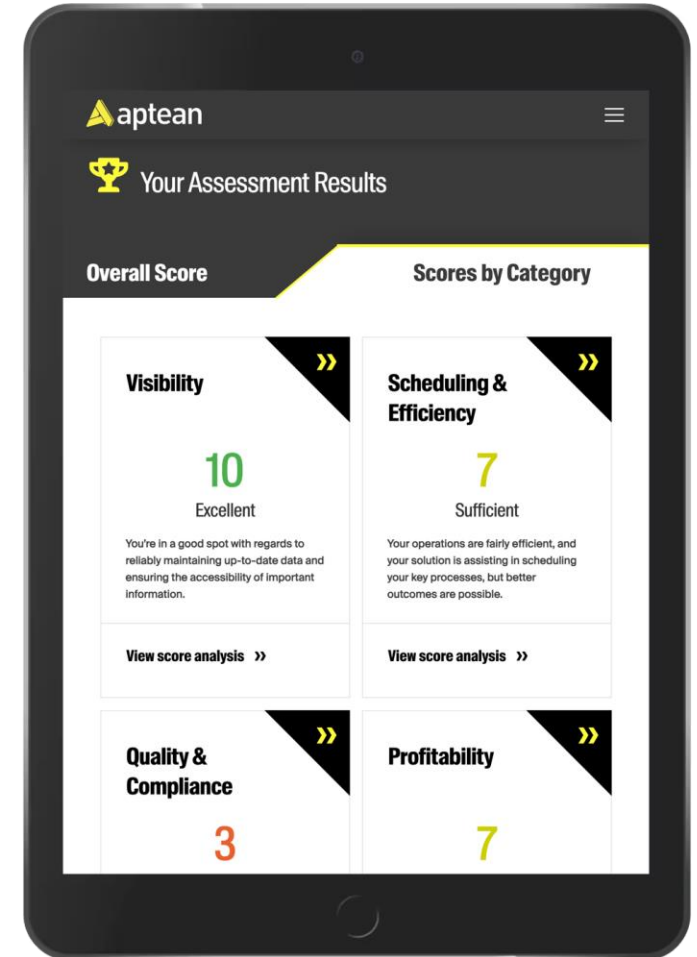
Thank you! Questions?

Contact us:

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food & drink federation
passionate about food & drink

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